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#### ANNUAL AUDITED REPORT FORM X-17A-5 PART III

**FACING PAGE** 

Information Required of Brokers and Dealers Pursuant to Section 17 of the Securities Exchange Act of 1934 and Rule 17a-5 Thereunder REPORT FOR THE PERIOD BEGINNING January 1, 2001 AND ENDING December **/2001** MM/DD/YY MM/DD/YY A. REGISTRANT IDENTIFICATION NAME OF BROKER-DEALER: OFFICIAL USE ONLY Western Municipal Securities Corporation FIRM ID. NO. ADDRESS OF PRINCIPAL PLACE OF BUSINESS: (Do not use P.O. Box No.) 583 N. Minaret Street BECD S.E.C. (No. and Street) MAR 0 1 2002 Turlock, CA 95380 (City) (State) (Zip Code) 538 NAME AND TELEPHONE NUMBER OF PERSON TO CONTACT IN REGARD TO THIS REPORT (209) 632-0257 Marc Stocks (Area Code - Telephone No.) B. ACCOUNTANT IDENTIFICATION INDEPENDENT PUBLIC ACCOUNTANT whose opinion is contained in this Report\* Berger & Company, C.P.A.'s (Name - if individual, state last, first, middle name) 95380 CA Turlock 687 East Canal Drive (State) Zip Code) (Address) (City) CHECK ONE: M Certified Public Accountant ☐ Public Accountant ☐ Accountant not resident in United States or any of its possessions. MAR 1 8 2002 FOR OFFICIAL USE ONLY THOMSON

\*Claims for exemption from the requirement that the angual report be covered by the opinion of an independent public accountant must be supported by a statement of facts and circumstances relied on as the basis for the exemption. See section 240.17a-5(e)(2).

#### OATH OR AFFIRMATION

I. Marc Stocks	, swear (or affirm) that, to the
best of my knowledge and belief the accompanying financial stat	ement and supporting schedules pertaining to the firm of
Western Municipal Securities Corporation	, as of
December 31, 75 2001, are true and corre	ct. I further swear (or affirm) that neither the company
nor any partner, proprietor, principal officer or director has any pr	oprietary interest in any account classified soley as that of
a customer, except as follows:	
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- Vi	
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	// //
	Marc Stocks, President
	Maic Stocks, Flestadie
	Title
1 Machaelo	
Norman Briblia	· · · · · · · · · · · · · · · · · · ·
Novary Public Erin L. Machado, Notary Dublic	ERIN L. MACHADO
Lrin L. Machado, Journay Page 2	Commission # 1238532 Notary Public - California
	Stanislaus County
This report ** contains (check all applicable boxes):	My Corren. Expires Oct 18, 2003
(a) Facing page.  (b) Statement of Financial Condition.	
<ul> <li>         ⊠ (c) Statement of Income (Loss).</li> <li>         □ (d) Statement of Changes in Financial Condition.     </li> </ul>	
(d) Statement of Changes in Stockholders' Equity or Partners	' or Sole Proprietor's Capital.
(d) Statement of Changes in Financial Condition.  (e) Statement of Changes in Stockholders' Equity or Partners  (f) Statement of Changes in Liabilities Subordinated to Claim	
☒ (g) Computation of Net Capital	
(g) Computation of Net Capital (h) Computation for Determination of Reserve Requirements (i) Information Relating to the Possession or control Require	
• • • • • • • • • • • • • • • • • • • •	
(j) A Reconciliation, including appropriate explanation, of the	·
Computation for Determination of the Reserve Requiremed (k) A Reconciliation between the audited and unaudited Statem	
solidation.	this of I mancial Condition with respect to mediods of con-
(1) An Oath or Affirmation.	
(m) A copy of the SIPC Supplemental Report.	
(n) A report describing any material inadequacies found to exist	or found to have existed since the date of the previous audit.

<sup>\*\*</sup>For conditions of confidential treatment of certain portions of this filing, see section 240.17a-5(e)(3).

#### WESTERN MUNICIPAL SECURITIES CORPORATION

AUDIT REPORT

DECEMBER 31, 2001

#### **BERGER & COMPANY**

#### CERTIFIED PUBLIC ACCOUNTANTS

Member
American Institute of Certified Public Accountants
California Society of Certified Public Accountants

Richard J. Berger Kevin R. Berger Sally Bill Paulson

**Partners** 

#### INDEPENDENT AUDITORS' REPORT

Board of Directors Western Municipal Securities Corporation

We have audited the accompanying statement of financial condition of Western Municipal Securities Corporation, (a California corporation) as of December 31, 2001, and the related statements of income and changes in stockholder's equity, and cash flows for the year then ended that you are filing pursuant to rule 17a-5 under the Securities Exchange Act of 1934. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with Generally Accepted Auditing Standards. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Western Municipal Securities Corporation at December 31, 2001, and the results of its operations and its cash flows for the year then ended in conformity with generally accepted accounting principles.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The information contained in Schedule I is presented for purposes of additional analysis and is not a required part of the basic financial statements, but is supplementary information required by Rule 17a-5 of the Securities Exchange Act of 1934. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

Berger and Company, CPA'S

February 26, 2002

687 E. Canal Drive Turlock, CA 95380

Phone (209) 632-9938 FAX (209) 667-5849 www.bergerco.com 1301 K St., Suite A Modesto, CA 95354

Phone (209) 576-8003 FAX (209) 576-0939

#### **BERGER & COMPANY**

#### CERTIFIED PUBLIC ACCOUNTANTS

Member
American Institute of Certified Public Accountants
California Society of Certified Public Accountants

**Partners** 

Richard J. Berger Kevin R. Berger Sally Bill Paulson

Board of Directors Western Municipal Securities Corporation

In planning and performing our audit of the financial statements and supplemental schedule of Western Municipal Securities Corporation for the year ended December 31, 2001, we considered its internal control structure, including procedures for safeguarding securities, in order to determine our auditing procedures for the purpose of expressing our opinion on the financial statements, and not to provide assurance on the internal control structure.

Also, as required by Rule 17a-5(g)(1) of the Securities and Exchange Commission (SEC), we have made a study of the practices and procedures followed by Western Municipal Securities Corporation (the Company) that we considered relevant to the objectives stated in Rule 17a-5(g) in making the periodic computations of aggregate indebtedness and net capital under Rule 17a-3(a)(11) and for determining compliance with the exemptive provisions of rule 15c3-3. Because the Company does not carry securities accounts for customers or perform custodial functions relating to customer securities, we did not review the practices and procedures followed by the Company in any of the following:

- 1. Making the quarterly securities examinations, counts, verifications and comparisons.
- 2. Recordation of differences required by Rule 17a-13.
- 3. Complying with the requirements for prompt payment for securities under Section 8 of Federal Reserve Regulation T of the Board of Governors of the Federal Reserve System.

The management of the Company is responsible for establishing and maintaining an internal control structure and the practices and procedures referred to in the preceding paragraph. In fulfilling this responsibility, estimates and judgments by management are required to assess the expected benefits and related costs of internal control structure policies and procedures and of the practices and procedures referred to in the preceding paragraph and to assess whether those practices and procedures can be expected to achieve the SEC's above-mentioned objectives. Two of the objectives of an internal control structure and the practices and procedures are to provide management with reasonable but not absolute assurance that assets for which the Corporation has responsibility are against loss from unauthorized use or disposition and that transactions are executed in accordance with management's authorization and recorded properly to permit preparation of financial statements in conformity with generally accepted accounting principles. Rule 17a-5(q)lists additional objectives of the practices and procedures listed in the preceding paragraph.

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Phone (209) 576-8003 FAX (209) 576-0939 Board of Directors Western Municipal Securities Corporation Page 2

Because of inherent limitations in any internal control structure or the practices and procedures referred to above, errors or irregularities may occur and not be detected. Also, projection of any evaluation of them to future periods is subject to the risk that they may become inadequate because of changes in conditions or that the effectiveness of their design and operation may deteriorate.

Our consideration of the internal control structure would not necessarily disclose all matters in the internal control structure that might be material weaknesses under standards established by the American Institute of Certified Public Accountants. A material weakness is a condition in which the design or operation of the specific internal control structure elements does not reduce to a relatively low level the risk that errors or irregularities in amounts that would be material in relation to the financial statements being audited may occur and not be detected within a timely period by employees in the normal course of performing their assigned functions. However, we noted no matters involving the internal control structure, including procedures for safeguarding securities, that we consider to be material weaknesses as defined above.

We understand that practices and procedures that accomplish the objectives referred to in the second paragraph of this report are considered by the SEC to be adequate for its purposes in accordance with the Securities Exchange Act of 1934 and related regulations, and that practices and procedures that do not accomplish such objectives in all material respects indicate a material inadequacy for such purposes. Based on this understanding and on our study, we believe that the Company's practices and procedures were adequate at December 31, 2001 to meet the SEC's objectives.

This report is intended solely for the use of the Board of Directors, the SEC and other regulatory agencies which rely on Rule 17a-5(g) under the Securities Exchange Act of 1934 in their regulation of registered brokers and dealers, and should not be used for any other purpose.

Berger and Company, CPA'S

February 26, 2002

### WESTERN MUNICIPAL SECURITIES CORPORATION Statement of Financial Condition December 31, 2001

#### **ASSETS**

Current Assets: Cash on Hand and in Bank Total Current Assets		\$169,069.82 169,069.82
Fixed Assets: Office Furniture, Fixtures, and Equipment Less Accumulated Depreciation	\$ 51,107.55 32,507.31	18,600.24
Other Assets:    Investment - Note 1  Total Assets		32,600.00 \$220,270.06
LIABILITIES AND STOCKHOLDER'S EQUITY  Current Liabilities: Account Payable - Bank Overdraft Accounts Payable - Trade Payroll Taxes Withheld and Accured Income Taxes Payable	\$ 7,114.35 9.94 5,272.14 	
Total Current Liabilities	,	15,510.43
Long-Term Liabilities: Note Payable - Stockholder - Note 2		80,000.00
Other Liabilities: Deferred Income Taxes		2,000.00
Stockholder's Equity: Common Stock, No Par Value Shares Authorized - 1,000,000 Issued and Outstanding - 500,001 Retained Earnings Total Liabilities and Stockholder's Equity	2,375.00 120,384.63	122,759.63 \$220,270.06

### WESTERN MUNICIPAL SECURITIES CORPORATION Statement of Income and Changes in Stockholder's Equity Year Ended December 31, 2001

Income:		
Professional Fees		\$ 105,045.14
Expense:		
Accounting	\$ 2,555.00	
Advertising	39.00	
<b>-</b>		
Automobile Expense	2,154.34	
Bank Service Fees	87.00	
Broker Fees	7,942.74	
Depreciation	7,436.03	
Donations	126.00	
Dues and Subscriptions	2,996.75	
Insurance	3,075.63	
Office Supplies	5,558.44	<b>/•</b>
Postage and Delivery	1,153.31	
Printing and Reproduction	1,437.92	
Professional Fees	7,441.95	
Repairs and Maintenance	150.00	
Salaries	24,000.00	
Taxes and License	80.00	
Taxes - Payroll	2,221.00	
<del>-</del>	2,838.88	
Telephone	•	
Travel and Entertainment	1,925.34	74 070 15
Utilities	1,759.82	74,979.15

30,065.99

Operating Income

# WESTERN MUNICIPAL SECURITIES CORPORATION Statement of Income and Changes in Stockholder's Equity Year Ended December 31, 2001

Less Other Deductions Less Oth	er Incom	e:			
Other Deductions:					
Interest			\$ 10,974.57	ı	
Less Other Income:					
Interest	\$ 5,3	44.16			
Gain on Sale of					
Investments	7	60.90			
Miscellaneous	8	81.77	6,986.83	3,	987.74
Income Before Income Tax Expens	se			26,	078.25
Income Tax Expense - Note 3:					
Federal Income Tax			3,629.00	1	
State Income Tax			2,325.00	5,	954.00
Net Income - Note 4				20,	124.25
Stockholder's Equity at January	y 1, 2001	L		102,	635.38
Stockholder's Equity at December	er 31, 20	001		<u>\$ 122,</u>	<u>759.63</u>

# WESTERN MUNICIPAL SECURITIES CORPORATION Statement of Cash Flows Year Ended December 31, 2001

Operating Activities: Net Income for the Year Ended December 31, 2001 Adjustments to Reconcile Net Income to Net Cash Provided by Operating Activities:				\$	20,124.25
Depreciation		\$	7,436.03		
Gain on Sale of		•	,,100100		
Investment			(760.90)		
Deferred Income Taxes			(200.00)		
Changes in Operating					
Assets and Liabilities:					
Decrease in					
Accounts					
Receivable					
and Prepaid					
Expense	\$ 7,516.00				
Decrease in					
Accounts Payable	(1,107.41)				
Increase in					
Income Taxes Payable	3,114.00		9,522.59		15,997.72
Net Cash Provided by Operating Ac	tivities				36,121.97
Investing Activities: Proceeds from Sale of					
Investments		1	33,787.26		
Purchase of Equipment			(6,521.79)		
Investments	•	<u>(1</u>	33 <b>,</b> 026.36)		(5 <b>,</b> 760.89)
Increase in Cash and Cash Equival	ents				30,361.08
Cash and Cash Equivalents at Janu			•		131,594.39
<u>-</u>	_		>		
Cash and Cash Equivalents at Dece	mper 31, 2001		•	<u>\$</u>	<u>161,955.47</u>

#### Supplemental Disclosures:

The Company made the following cash payments for interest during the year ended December 31, 2001:

Interest

\$ 10,974.57

### WESTERN MUNICIPAL SECURITIES CORPORATION Notes to Financial Statements Year Ended December 31, 2001

#### Note 1 - Significant Accounting Policies:

#### Nature of Business

Western Municipal Securities Corporation is owned and operated by Marc Stocks. The corporation engages in municipal debt security transactions and is a member firm of the National Association of Securities Dealers, Inc. The Company is a California corporation, incorporated as of August 2, 1996.

Directors and Officers of the corporation are as follows:

Marc Stocks

President/Secretary/Treasurer

The Articles of Incorporation indicate 1,000,000 no par value shares of common stock are authorized. As of December 31, 2001, 500,001 shares of common stock are issued and outstanding in the name of Marc Stocks.

#### Method of Accounting

The Company accounting records are maintained on an accrual basis, an accounting system wherein recognition is given to revenues and expenses in the period to which they relate.

#### Use of Estimates

The financial statements have been prepared in conformity with Generally Accepted Accounting Principles and, as such, include amounts based on informed estimates and judgments of management with consideration given to materiality. Actual results could differ from those estimates.

#### Property and Equipment

Property and equipment are stated at cost. Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance, repairs, and other renewals of items are charged to expense as incurred.

### WESTERN MUNICIPAL SECURITIES CORPORATION Notes to Financial Statements Year Ended December 31, 2001

Note 1 - Significant Accounting Policies (Continued):

#### Depreciation

Depreciation of property and equipment is provided for using the straightline and declining balance methods over the estimated useful lives of the assets.

#### Cash

The Company considers all highly liquid investments with a maturity of three months or less at the time of purchase to be cash equivalents.

#### Concentrations

The Company maintains cash balances at Wedbush Morgan Securities, a financial institution located in Los Angeles, California. Cash balances are insured by the Securities Investor Protection Corporation up to \$100,000.00. At December 31, 2001, the Company had uninsured cash balances of \$69,429.78.

#### Federal and State Income Taxes

Income taxes are recorded using Statement of Financial Accounting Standards No. 109, Accounting for Income Taxes. Under this statement, income taxes are provided for the tax effects of transaction reported in the financial statements and consist of taxes currently due plus deferred taxes related primarily to differences between the basis of accumulated depreciation for financial and income tax reporting. The deferred tax assets and liabilities represent the future tax return consequences of those differences which will either be deductible or taxable when the assets and liabilities are recovered or settled.

#### Investment

During the year ended December 31, 2000, the Company purchased 1,500 shares of common stock and 1,000 warrants to purchase common stock in THE NASDAQ STOCK MARKET, INC. The investments are recorded using Financial Accounting Standards No. 115, Accounting for Certain Investments in Debt and Equity Securities. Under this standard, marketable securities classified as available-for-sale are reported at fair market value with unrealized gains and losses excluded from current earnings and reported as a separate component of Stockholder's Equity. At December 31, 2001, the aggregate fair market value of the securities was equal to the company's cost of \$32,600.00. Accordingly, no unrealized gain or loss was reported.

### WESTERN MUNICIPAL SECURITIES CORPORATION Notes to Financial Statements Year Ended December 31, 2001

#### Note 2 - Note Payable - Stockholder:

The Note Payable - Stockholder in the amount of \$80,000.00 is unsecured. The funds were loaned to the Company by the stockholder to comply with future net capital required by the Securities Exchange Commission and the National Association of Securities Dealers, Inc. (the "NASD"). In compliance with the NASD rules and regulations this note became subordinated in January, 1999. The note bears simple interest at a rate of ten percent (10.00%) per annum. The note requires monthly interest payments and is due January 1, 2007.

#### Note 3 - Income Tax Expense:

Income Tax Expense consists of the following:

	Federal	State	
Taxes Currently Payable Deferred Tax Expense (Benefit)	\$ 3,929.00 (300.00)	2,225.00 100.00	
	<u>\$ 3,629.00</u>	2,325.00	

The components of Deferred Tax Expense (Benefit) are as follows:

	F	ederal	State	
Tax Expense in Excess of Financial Expense Financial Expense in Excess of	\$	0.00	100.00	
Tax Expense		(300.00)	0.00	
	\$	(300,00)	100.00	

#### Note 4 - Earnings Per Share:

At December 31, 2001, the Company reported net income for the year of \$20,124.25. This represents earnings of \$.04 per share of outstanding common stock.

#### Note 5 - Net Capital:

The Company is a registered broker and member firm of the National Association of Securities Dealers, Inc. (the "NASD") and, accordingly is subject to the minimum net capital requirements of the NASD and Securities and Exchange Commission. As such, it is subject to the Uniform Net Capital Rule pursuant to rule 15c3-1 of the Securities Exchange Act of 1934. Under this rule, required net capital shall not be less than \$5,000.00. As of December 31, 2001, the Company has met all net capital requirements.

# WESTERN MUNICIPAL SECURITIES CORPORATION Computation of Net Capital Under Rule 15c3-1 Supplementary Schedule I December 31, 2001

Net Capital:		
Total stockholder's equity		\$ 202,759.63
Deductions and/or Charges:		
Non-allowable assets:		
Fixed assets - Net of Accumulated	\$ 18,600.24	
Depreciation Investment - THE NASDAQ STOCK	\$ 18,600.24	
MARKET, INC.	32,600.00	51,200.00
Net Capital		\$ 151,559.39
		1 2 2 7 3 3 3 3 3
Aggregate Indebtedness:		
Accounts payable and other		
Liabilities	\$ 17,510.43	
Total aggregate indebtedness		<u>\$ 17,510.43</u>
Ratio of Aggregate Indebtedness		
To Net Capital:		
Net Capital		\$151,559.39
Net Capital Requirement - Greater		•
of 6-2/3% of aggregate indebtedness	•	
or \$100,000		100,000.00
Net Capital in excess of requirement		\$ 51,559.39
Debis Assuments indebtedness to not south		01 +- 1
Ratio: Aggregate indebtedness to net capital		.01 to 1

# WESTERN MUNICIPAL SECURITIES CORPORATION Reconciliation with Company's Computation (Included in Part IIA of Form X-17A-5 as of December 31, 2001)

Net Capital as reported in Company's Part IIA	
(unaudited) FOCUS report	\$156,195.34
Audit adjustments to correct payroll liabilities	
and record additional payables	(4,635.95)
Net Capital	\$151,559.39